

COMMERCE CHIEF RAPPS PESSIMISTS

Dr. Klein Denounces Dismal
Stories From Supposedly
Informed Men.

By the Associated Press.
BOSTON, September 24.—Emphatic denouncement of what he termed "dismal stories from supposedly well informed business experts" regarding the collapse of American export trade and hopeless future prospects was made here last night by Dr. Julius Klein, director of the bureau of foreign commerce of the Department of Commerce, speaking at a meeting of exporters called by the Boston Export Round Table. Dr. Klein characterized as "absurd" opinions that prospects were hopeless for inland manufacturers because of demoralized banking and transportation facilities and struggling European competition, and were simply one phase of the panic which had swept through some of the country's export communities.

"The loudest complaints," he said, "have emanated from the thousands of opportunistic adventurers, who appeared on all sides during the war boom and drifted into foreign trade as just one more field for chance enterprise. The sober, substantial elements among our exporters have not lost faith. They have cleared away the fantastic debris of the recent hectic past, and are now laying the foundation for a substantial and lasting structure. The past few months of anxiety have certainly been a trial by fire, but those months have not revealed any inherent weakness in our foreign trade efforts and ambitions, in spite of the alarmist reports and propaganda of many who unintentionally or otherwise are retarding our recovery from the present slump."

Will Require Modification.
In discussing the European situation the director referred to the spirit of "nationalism" resulting in obstacles to American foreign trade in the shape of preferential and subsidies to home industries with heavy surtaxes and prohibition against foreign goods. The imperative demand for economies and price reductions will require early and drastic modification of such expensive artificial stimulants to trade, he said. In speaking of what he termed the exporter's pet terror, German competition, the director cautioned that it takes more than price cutting to win and hold an export market permanently. Quality, delivery terms and credit arrangements are three vitally important business factors, and these should be taken into account in analyzing vague reports concerning German success, he said.

Turning to Latin America, Dr. Klein said Cuba was the best market for American goods, taking about 36 per cent of the total exports to that region. He said the outlook for 1922 was far from depressing, as the Cuban administration had already reduced its budget estimates of appropriations from \$14,000,000 to \$5,000,000, and that, due partly to the good work of the banking liquidation commission, it is authoritatively predicted that many banks now in suspension will be able to reopen by the early part of next year.

Exchange Is Hindered.
The present depression in the Argentine trade, said Dr. Klein, is due mainly to the exchange situation, which is explained largely by the difficulty which Argentina is experiencing in marketing its surplus agricultural and pastoral products. He said conditions are improving in that country.

In some respects, he continued, "the picture presents a more hopeful picture of reviving trade prospects than other overseas markets. While China is suffering from her chronic ill in greater measure than ever before, yet her trade continues to flourish. Japan, which was the first country to feel the existing depression, will probably not feel the full effects of the coming trade revival until the renewal of activity in the silk markets of the United States."

FAIL TO DISCOVER MOTIVE IN MURDER OF THREE

Michigan Authorities Question Acquaintance of Family in Hunt for New Lead.

By the Associated Press.
DOWAGIAC, Mich., September 24.—Having failed in four days of investigation to establish a motive, or the identity of the murderer of William Henry, his wife Mary, and their seventeen-year-old daughter, Neva, whose bodies were found in their home here last Tuesday, Cass county authorities today questioned acquaintances of the family in an effort to uncover new leads upon which they might work toward a solution of the mystery.

This procedure brought a report the Monroe had boasted of wealth and on the theory the story might have led a robber to a vain search of the Monroe home and later to attack the family, the officers took up a thorough search of the little house on the outskirts of the village. Walls were torn down and floors ripped up, but no trace of the reported hidden fortune was found.

The officers have discredited a confession to the crime made at Kalamazoo yesterday by Gus Cogan, an escaped inmate of the Illinois Hospital for the Insane at Jacksonville, who was detained for questioning.

U. S. SELLS \$100,000,000 IN RAIL TRUST SECURITIES

One Banking Syndicate to Put \$25,000,000 Worth on Market Tuesday.

By the Associated Press.
NEW YORK, September 24.—Railroad car trust certificates, valued at approximately \$100,000,000 have been sold by the federal government to various banking syndicates within the past few days. The proceeds of the sale have been used to fill the depleted treasuries of the railroads of the United States, the money being applied to claims filed by the carriers against the Railroad Administration of accounts growing out of the period of government control. One banking syndicate, which purchased \$25,000,000 worth of the trust, will offer them next Tuesday on a 5 1/2 per cent basis. Kuhn, Loeb & Co., today contracted to purchase \$31,000,000 of the Pennsylvania companies' \$48,250,000 car trusts held by the government, and issued under the Philadelphia plan. These will be offered on Monday.

I. O. O. F. MAY ADMIT JUNIORS.
TORONTO, Ontario, September 24.—The Sovereign Grand Lodge of the Independent Order of Odd Fellows at the closing session yesterday of its 1921 convention authorized the grand lodge to appoint a committee to report on the question of establishing a junior branch of the order. Candidates would be between the ages of sixteen and twenty-one. The committee will submit its report at the 1922 meeting, in Detroit.

COLLECTOR QUILTS POST.
BIRMINGHAM, Ala., September 24.—John D. McNeel, collector of internal revenue for Alabama and Mississippi, has tendered his resignation to Secretary Mellon to take effect October 1, he announced here.

Conference Meets To Plan Combating World Prohibition

By the Associated Press.
GENEVA, September 23.—An international anti-prohibition conference convened today behind closed doors to organize for a fight against the "dry" campaign throughout the world. Delegates from twelve countries, including the United States and Great Britain, were present. It is proposed to establish a publicity bureau for the publication of statistics in an endeavor to refute the statements made by organizations favoring prohibition. English was eliminated from the languages which may be used at the session.

MILLERAND GREETED GEN. J. J. PERSHING

Ambassadorial Honors Accorded by French President at Elysee Palace.

By the Associated Press.
PARIS, September 23.—Ambassadorial honors were accorded Gen. Pershing when he was received at Elysee Palace by President Millerand. After the general was saluted by the guard at the palace, the president welcomed him in the name of France, voicing the country's gratitude for the part he had taken in the war. Gen. Pershing expressed pleasure at being able to return to France.

Precedent Established.
A precedent was established when the general's party arrived in Ambassador Herriek's new Victoria automobile—the first time Elysee Palace has seen anything except the traditional horsedrawn victorias which are used on state occasions.

Gen. Pershing wore only French decorations. His car was accompanied by mounted outriders. Many of the most prominent military men of France gathered at the ministry of war, where Gen. Pershing was the guest at luncheon of War Minister Barthou.

Will Visit Chaumont.
Gen. Pershing will interrupt his formal program on Sunday and slip quietly out of Paris for Chaumont, his headquarters during the war. Accompanied only by his aide, Maj. John G. Quakenbush, and two orderlies, the general will motor to Chaumont early Sunday morning and spend the night in the old chateau which he used as office and residence in 1917 and 1918. Early Monday he will leave by motor for Coblenz, visiting the American cemeteries on the way. A grand military review of all the American troops on the Rhine has been planned for Tuesday, Wednesday and Thursday.

MISSING STUDENT FOUND.

BIRMINGHAM, Ala., Sept. 24.—An extended search for William Walker, Jr., 17, college student, who had been missing since last Saturday, was rewarded yesterday when the youth's body was found in a piece of woods near East Lake, a suburb. Death was caused by a wound in the head. A revolver lay by the body. The student's mother told county authorities that her son probably took his life because she had threatened to have his father punish the youth for smoking cigarettes.

Your Pictures—

will look better and will last indefinitely if you are careful to have US do your developing and printing. Our methods of finishing have stood the test of time, and we guarantee them not to fade or turn color no matter how old they are. We want you to know where you can get the best every time—"Same Day" service if you like.

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Remembrance Shop
(Mr. Foster's Shop)
14th Street
One Door From Penn. Ave.

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SAVINGS BANK
OLDEST SAVINGS
BANK IN WASHINGTON
WELCOMES YOUR ACCOUNT
110 14TH ST. N.W.

TROUBLED WITH TETTER A YEAR

On Scalp and Body. In
Blisters. Cuticura Heals.

"I was troubled with tetter for about a year. It broke out on my scalp and then spread over my entire body. It was in the form of large, white blisters, and itched and burned so badly that I scratched and made sore eruptions. My clothing irritated the breaking out on my body. I began using Cuticura Soap and Ointment which afforded relief, and after using two cakes of Cuticura Soap and two boxes of Cuticura Ointment I was healed." (Signed) Miss Mary Bell, R. 4, Linden, Tenn. Use Cuticura for all toilet purposes.

Sample Each Free by Mail. Address: "Cuticura Sales," Dept. 2, Boston, Mass. Send for "Cuticura" Soap, Ointment, and 10¢ Tubes.

Exclusive Suit Fashion Pictures

give a glimpse of the wonderful collection, and
its completeness, of Suits for every occasion



Originality and magnificence are apparent in the exclusive suit (center) of soft marvella, in deep, rich brown, with sumptuous collar and band of silky Kolinsky, \$325.

The circular flare is one of the fashion points of a deep blue silk veldyne suit, with collar and rippled border of mule, \$135.

Gray squirrel and elaborate embroidery distinguish the suit of Sorrento veldyne, with its embroidered qilet, \$125.

Slender-line model of all black silk veldyne forms an effective background for handsome silk embroidery and braid. French knots and oyster arau squirrel collar, \$165.

An exclusive suit of Malay Pollyanna uniquely opens at the side, and chooses nutria for its collar and deep pointed pockets, \$85.

Another version of the straight-line suit, is in Pollyanna, in a lovely tortoise shell brown, with a narrow belt just worn in front and a large collar of taupe wolf, \$75.

The Exclusive, the Authentic in Tailleurs for the Autumn-Winter Season

First glances reveal the most marvelous new fabrics, with their deep, smooth richness of surface glimmering and changing with each light and shadow cast upon it. There are the blues, with the sunlight and shadows of Italian seas and skies reflected in them—and our own characteristic navy. The browns, of the darker, softer shades, unobtrusive but lovely—and the real warm, rich browns seen in Autumn woods. And lastly, black, so rich, so restrained, so satisfyingly smart. Then we see furs used in an almost recklessly luxuriant fashion that impart that charm that only furs can.

The new mode in suits—original designs from the finest American makers—and adaptations from the French, accepted by Americans—both showing the coat of finger-tip length, the graceful, youthful flare, the handsome long coat, slim-lined, reaching almost to the knees, and the strictly tailored suit. Each bearing that stamp of superb hand-tailoring and those careful details of finish demanded by our standard—and accounting for our fashion prestige.

Distinction and character in attire may readily be acquired by choosing from these authentic, fashionable suits.

\$65 to \$325

The Practicability of the Tailored Suit at Popular Prices

—is also shown in the less expensive suits, fully meeting every requirement of taste and style. Man-tailored models, with hand-piped buttonholes, arrow heads, self strappings and bindings of black silk braid.

The Straightline Suit, the Belted Suit

In the fine, deep pile fabrics \$75 to \$125
In the twills and tricelines \$39.50 to \$75

The correct line and suave beauty of marvella, in Malay, carries this tailor to a successful premiere, \$135.

An excellent tailored suit, typifying an unusual value, is shown in black twill cord, with the slightly flared hips, \$58.50.

Suit Section, Third floor.



Woodward & Lothrop